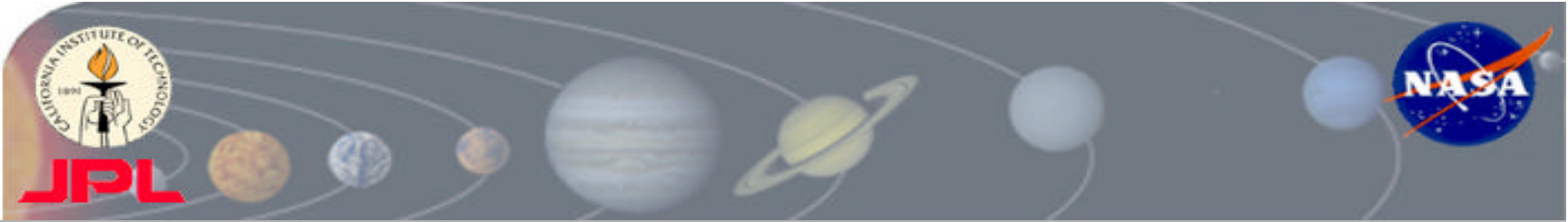


BECOMING A SUPPLIER/SUBCONTRACTOR TO ANY ORGANIZATION

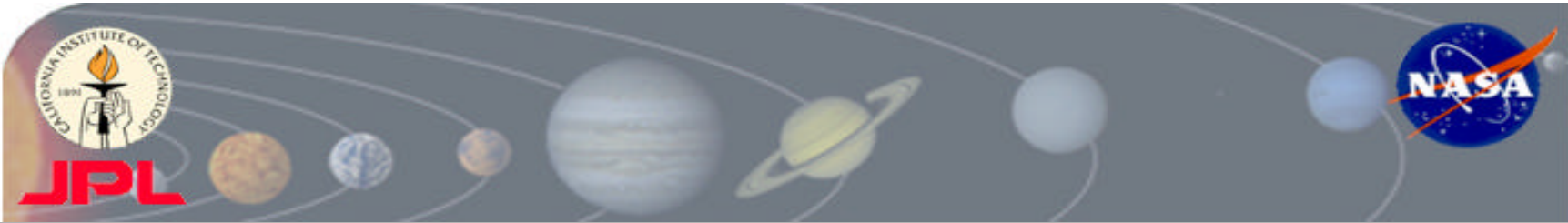
**· LARGE · SMALL · GOVERNMENT ·
NON-GOVERNMENT**

**Presented By:
Teresa L. Alfery
Contract Negotiator Specialist**



THE GOOD NEWS IS.....

**Prime Contractors and
Government Departments and Agencies
Are Looking for Good Companies**



RESOURCES:

❖ Start Early Learning About the Target Area

JPL Business Opportunities Office:

Margo Kuhn (818) 354-5722

Mary Helen Ruiz (818) 354-7532

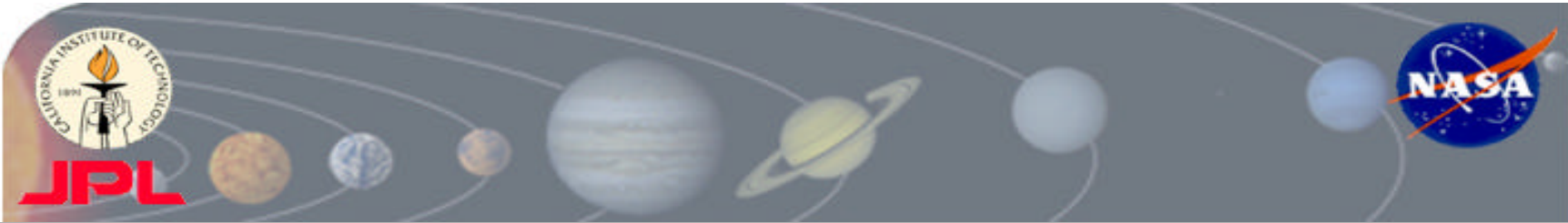
❖ Organizational Chart

❖ Annual Report

❖ USA Is Your Market

❖ Freedom of Information Act (FOIA)

JPL: Jody Brown (818) 354-0244



RESOURCES: (Cont.)

- ❖ **Announcement of Opportunity**

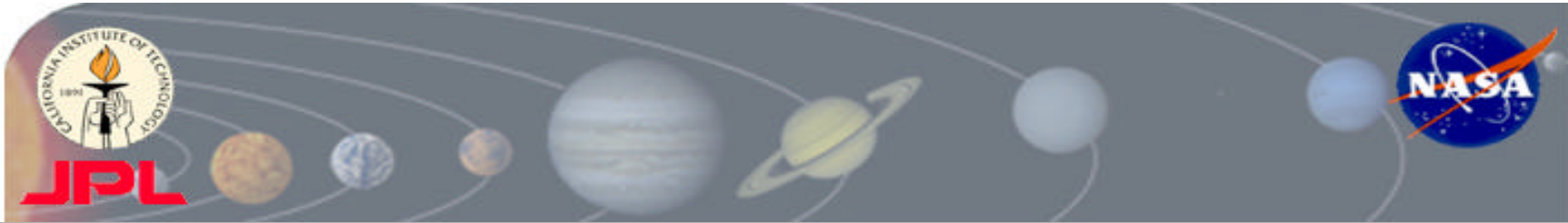
**NASA Headquarters
Office of Space Science and Applications
Code EPS, Washington, DC 20546**

- ❖ **Organization Industry Briefings**

JPL: Mel Roberts (818) 354-1001

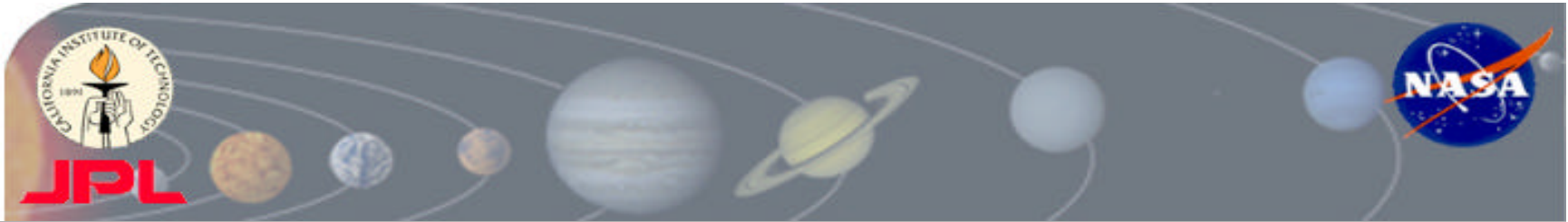
- ❖ **Telephone Directories/Websites**

JPL: Art Duran (818) 354-7531



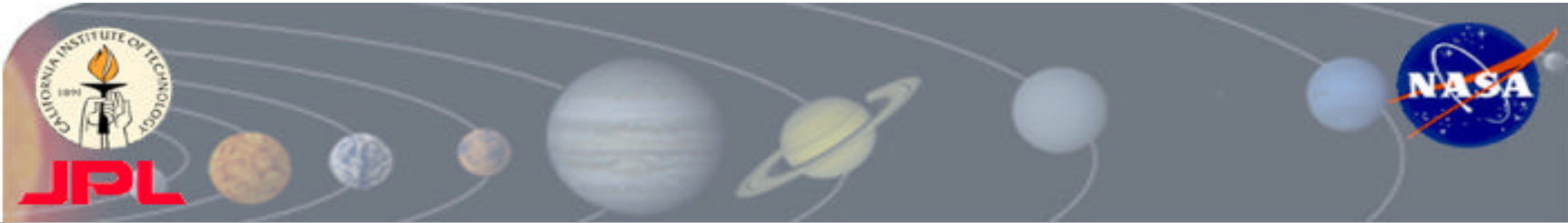
RESOURCES: (Cont.)

- ❖ **NASA Acquisition Internet Service**
<http://procurement.nasa.gov/>
- ❖ **Federal Business Opportunities (FBO)**
<http://www.fedbizopps.gov/cgi-bin/nens/index.cgi>
- ❖ **Use the Unsolicited Proposals Process**
- ❖ **Letters of Interest/Request for Information**
- ❖ **Winning Proposals**
- ❖ **Networking**



RESOURCES: (Cont.)

- ❖ **Small Business Associations**
- ❖ **Small Business Set-Asides**
- ❖ **Source List**
- ❖ **Pre-Proposal Conference/Job Walks**

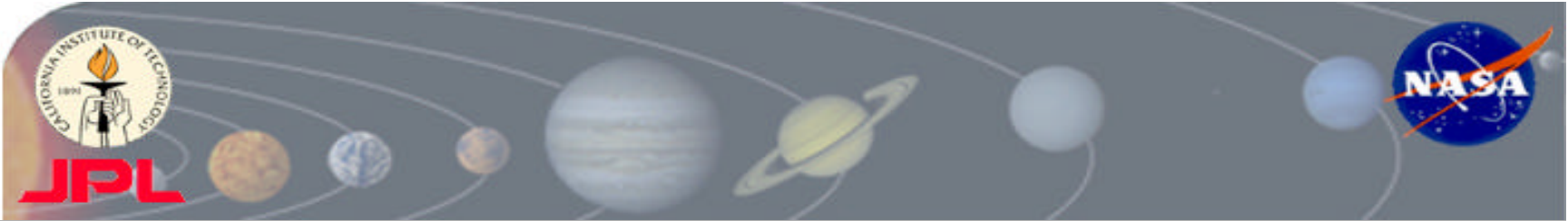


CONVINCE THE END-USER TO DO BUSINESS WITH YOUR COMPANY:

- ❖ **Who Are the Key People/Customers?**
- ❖ **Understand Their Procurement/Technical Process**
- ❖ **Conduct a Demonstration of Your Product/Service**

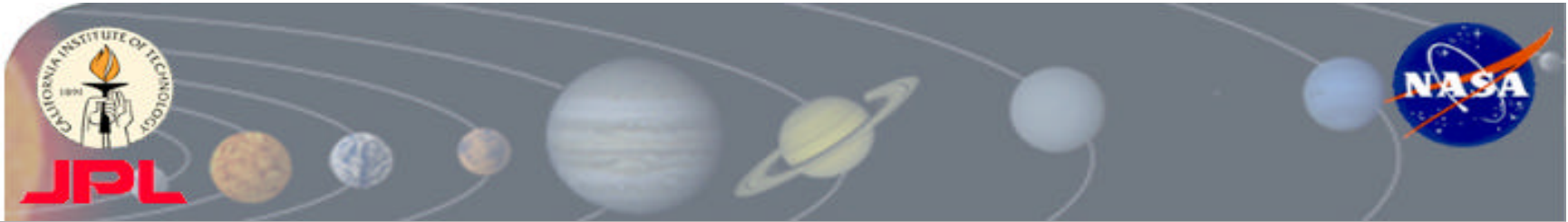
JPL: Art Duran (818) 354-7531

- ❖ **Good Introductory Package**



CONVINCE THE END-USER TO DO BUSINESS WITH YOUR COMPANY:

- ❖ **You Are “The Best” and “Only” Company-Why?**
- ❖ **Your Company Should Stand Out**
- ❖ **Debriefings**



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